

PRESS RELEASE

Highly innovative IoT solutions from a single source: Telit Cinterion and Rutronik expand their strong partnership



Optimal addition: All Telit Cinterion components are now available on Rutronik's linecard.

Ispringen, December 5, 2023 – Telit Cinterion, a global enabler of the intelligent edge, and Rutronik, one of Europe's leading broadline distributors, have seamlessly collaborated since 2007, providing a comprehensive portfolio of IoT products and services. That robust partnership is now reaching new heights as Rutronik introduces Cinterion's complete product range to its offerings in the EMEA region. The strategic move enhances Rutronik's capability to deliver a diverse selection of cutting-edge components, including mobile communication, Wi-Fi, Bluetooth, GNSS positioning modules, SIM solutions, and various cloud services, to meet individual customer requirements more effectively.

After Telit became Telit Cinterion on January 1, 2023, the company expanded its range of secure IoT solutions in the area of modules and mobile connectivity. The additional product portfolio is now added to Rutronik's linecard. The family-owned company was already the largest distribution partner in the EMEA region and the additional components will further expand this successful partnership. Among other products, components like the compact 5G modem card MV32-W, the IoT module PLS83-W, and the wireless IoT module TX62 are now included.

"Rutronik's dedication to maintaining substantial stock levels not only solidifies their position as a dependable distribution partner but also underlines their reliability in meeting the diverse and dynamic demands of the market," said Rene Heckeler, Sales Director of Global Distribution, Telit Cinterion. "Together, we are poised to continue our joint journey, pushing the boundaries of IoT technology and further enriching the constantly evolving landscape of IoT solutions within the region."

Tailor-made customer solutions thanks to highly innovative components and expertise

A key component of success is the combination of highly innovative products and expert knowledge. Rutronik's Field Application Engineers (FAE) work hand in hand with the experts from Telit Cinterion to ensure an excellent consulting service. "Together, Rutronik and Telit Cinterion have committed to



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pooling their expertise at both the technology- and employee-level to transform the wireless IoT market in EMEA,” said Jens Rook, Senior Sales Director, Telit Cinterion. “Through continuous investment in training and skill development, we ensure that our teams offer the latest technological innovations and provide the highest level of service and support to our valued customers across the region.”

Daniel Barth, Senior Manager Product Marketing Wireless at Rutronik, adds: “Our aim is always to act in the interests of our customers and to offer the best solutions that are precisely tailored to their needs. With the combination of highly innovative components from Telit Cinterion, our expertise, and our services, we achieve exactly that. We are convinced that by expanding our product portfolio, we will continue to write our success story by offering our customers a comprehensive range of first-class wireless hardware, mobile contracts, and cloud services.”

About Telit Cinterion

Telit Cinterion is a global enabler of the intelligent edge providing complete solutions that reduce time to market and costs, delivering custom designed, ready for market connected devices in addition to maintaining the industry’s broadest portfolio of enterprise-grade wireless communication and positioning modules, cellular MVNO connectivity plans and management services, edge-cloud software and data orchestration, and IoT and Industrial IoT platforms. As the largest western provider pioneering IoT innovation, Telit Cinterion delivers award-winning and highly secure IoT solutions, modules and services for the industry’s top brands.

For more information, follow us on YouTube, Twitter (X), LinkedIn and Facebook or visit Telit.com.

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ABOUT RUTRONIK

Rutronik Elektronische Bauelemente GmbH was founded in 1973 and celebrates its 50th anniversary in 2023 under the claim "Committed to celebrate". Since five decades, the independent family-owned company based in Ispringen, Germany, stands for continuous expansion focused on high-growth future markets.

In the fiscal year 2022, its around 1,900 employees generated sales of 1.28 billion euros, serving more than 40,000 customers. With more than 80 offices worldwide and logistics centers in Austin (Texas), Shanghai, Singapore, and Hong Kong, Rutronik ensures comprehensive customer support in Europe, Asia, and North America.

The company focuses on high-growth future markets that will shape the world of electronics tomorrow. These are Advanced Materials, Advanced Measurement, Processing & Analytics, Advanced Robotics, Automation, Biotechnology, Energy & Power, Future Mobility, IIoT & Internet of everything, Industry 4.0, Medical & Healthcare, and Transportation, Logistics & Supply Chain.

To serve customers in these future markets, the RUTRONIK AUTOMOTIVE, RUTRONIK EMBEDDED, RUTRONIK POWER, RUTRONIK SMART, RUTRONIK SYSTEM SOLUTIONS, and RUTRONIK IT ELECTRONICS initiatives bundle expertise, specific product portfolios, and consultancy support. In this regard, Rutronik relies on customized solutions that are tailored to the respective needs. The services range from competent technical support in product development and Design-Ins, through the diverse product portfolio of leading manufacturers, to the company's software and hardware solutions with partly patented Rutronik IP. Customized logistics systems, reliable supply chain management, and logistics centers worldwide ensure on-time delivery. The Rutronik24 e-commerce platform completes Rutronik's range of services. Further information is available at www.rutronik.com.

